

Agenda

Grantsmanship Institute 2017

Research Development Services

Office of Research & Economic Development | University of California Merced

April 25, 2017 KL 232

April 26, 2017 KL 232

April 27, 2017 COB2 290

Participants are welcome to attend all sessions or portions of the Institute as scheduling allows. Please RSVP the sessions you plan on attending.

Day 1 (KL 232): Tuesday, April 25, 2017 • 12 noon – 4:45 pm

- 12:00 – 12:30 p.m. **Registration and working lunch (Provided)**
- 12:00 – 12:15 p.m. **Welcome and Introductions**
Dr. Samuel Traina, Vice Chancellor for Research and Economic Development, UC Merced
- 12:15 – 12:30 p.m. **Overview: Grant Writing Institute**
Susan Carter, J.D., Director, Research Development Services
- 12:30 – 2:30 p.m. **Science Leadership**
Free-writing as a Development Tool
Mental-mapping – building compelling stories from images
Context for Proposal Writing as a Strategic Choice
Free-writing as a Research Tool
*Presenter: John Crockett, Ph.D.; Senior Director, Research Advancement
San Diego State University*
- 2:30 – 2:45 p.m. **Break**
- 2:45 – 4:30 p.m. **Knowing Your Project Brand**
Designing your Project Brand
Research as Part of Your Project Arc
Introduction to Talking to Program Officers
Listening Tools
John Crockett, Ph.D.

Day 2 (KL232): Wednesday, April 26, 2017 • 8:30 am – 4:30 pm

- 8:30 – 9:00 a.m. **Continental breakfast (Provided)**
- 9:00 – 10:30 a.m. **Reading an RFP**
Non-Proposal Communications
Heilmeier's Catechism and Tweets
The One-Pager
Budget Principles
John Crockett, Ph.D.
- 10:30 – 10:45 a.m. **Break**

10:45 - 12 noon **Culture as a Tool for Understanding Funding Opportunities
Tips for Competitive Proposals**

Presenter: John Crockett, Ph.D.

Noon – 12:30 p.m. **Lunch (Provided)**

12:30 – 2:30 p.m. **“P” Principles – Summary Part 1
Science of Team Science**

Presenter: John Crockett, Ph.D.

2:30 – 2:45 p.m. **Break**

2:45 – 4:30 p.m. **Team Science Leadership
Leadership Principles – Summary Part 2
Plan for Action**

Presenter: John Crockett, Ph.D.

Day 3 (COB2): Thursday, April 27, 2017 • 8:30 am – 5:00 pm

8:30 – 8:45 a.m. **Continental breakfast (Provided)**

8:45 – 10:15 a.m. **Conceptualizing Your Team’s Contributions in a Strategic Proposal**

Presenter: Karen Lunsford, Ph.D., Associate Professor of Writing, UC Santa Barbara

10:15 – 10:30 a.m. **Break**

10:30 am – 12:00 p.m **Writing Successful Proposals for The Social Sciences and Humanities**

Presenter: Karen Lunsford, Ph.D., Associate Professor of Writing, UC Santa Barbara

12:00 – 12:45 p.m. **Lunch (Provided)**

12:45 – 1:15 p.m. **Overview of Extramural Funding and Research Development Services at UC Merced**

Presenter: Susan Carter, J.D., Director, Research Development Services (RDS)

1:15 – 1:45 p.m. **UC Merced goes to DC: Meeting with Federal Agencies**

Presenters: Sam Traina, Ph.D., VCRED; Dustin Kleckner, Ph.D., Asst. Professor, SNS; Clarissa Nobile, Ph.D., Asst. Professor, UC Merced.

1:45 – 2:30 p.m. **Overview of the Peer Review Process**

Presenter: Susan Carter, J.D., Director, RDS

2:30 – 3:00 p.m. **Break**

3:00 – 4:00 p.m. **The Review Process, contd.**

Presenters: Noemi Petra, Asst. Professor, SNS; Venkatt Ayyaswamy, Asst. Professor, SE; Nancy Burke, Ph.D., Associate Professor, SSHA.

4:00 – 4:30 p.m. **Wrap Up, Closing Remarks, and Adjourn**